



BUSINESS RETENTION AND EXPANSION PROGRAM

Business Retention and Expansion Program

Lance Randall, GrowSeattle Team Manager

Stephanie Gowing, Green Business Manager



Our Partnership Initiative
aims to add value to your
chamber/organization.

We want to:

- 1) Better understand the industry sectors** that comprise Seattle's economic base
- 2) Establish relationships** with local businesses associations to gain knowledge of their priorities, needs and challenges
- 3) Support business association's direct services** to businesses to help them grow and prosper



Loans



Site Selection



Advocacy



Connecting to Referral/Leads



Permitting Help



Business Consulting



Navigating Government



Marketing



***Resource Savings and
Recognition Programs***



Workforce Development

Service Delivery

- Coordinated service team approach with participation of multiple agencies and programs
- Result oriented approach that connects businesses to resources and helps them solve problems
- Policy decisions that encourages a positive climate

Service Delivery Team

- Office of Economic Development Staff
- City-Wide Business Advocacy Team
- Business Financing Organizations
- Economic Development Organizations
- Technical Assistance Consultants

BUSINESS RETENTION AND EXPANSION PROGRAM

Service Delivery Team OED

Policy	BRE	OIS	Film and Music	Workforce
Tina Vlasaty Deputy Director	Lance Randall Retention, Expansion, Recruiting	Theresa Barreras Only in Seattle	Kate Becker Film and Music	Nancy Yamamoto SJI, Post Secondary , General Workforce Issues
Roque Deherrera Business Advocate, Logistics, Manufacturing, Maritime	Stephanie Gowing Green Business, Energy Efficiency, Clean Technology	Heidi Hall Clean/Safe Business Organizations Marketing/Promotions Retail Development	Chris Swenson Film/Music/Special Events Process and Approval	Matt Houghton Youth Internships, Labor Markets, Port Jobs
Karl Stickel Business Policy, BIA, Emergency Operations	James Kelly Construction Mitigation	Mikel Davila Clean/Safe Business Organizations Marketing/Promotions Retail Development	Sam Mouser Film/Music/Special Events Customer Service	
Rebecca Lovell Tech Start-up, Information Technology, Software	Jennifer Tam Restaurants			
Michael McVicker Economic Development Commission, Policy Analysis, Marijuana Outreach	Ken Takahashi Business and Real Estate Financing			
Karin Zaugg-Black Marketing	A.J. Cari Business and Real Estate Financing			



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Service Delivery Team City Business Advocate and CBAT

Roque Deherrera
City Business Advocate
Navigating Government
Logistics, Manufacturing, Maritime

Karl Stickel
Business Policy

Brian dePlace
Department of Transportation

Bryan Stevens
Department of Planning

Kelly Enright
City Light

Mike Brennan
Public Utilities

James Michael Bush
Department of Neighborhoods

Matthew Richter
Arts and Culture

Captain Les Liggins
Police Department

Rich Richardson
Fire Department



BUSINESS RETENTION AND EXPANSION PROGRAM

Service Delivery Team Business Financing Organizations

NATIONAL DEVELOPMENT COUNCIL
Partners in Community Development Since 1969





BUSINESS RETENTION AND EXPANSION PROGRAM

Service Delivery Team Business Technical Assistance



SEATTLE COLLEGES

North • Central • South • SVI

BUSINESS RETENTION AND EXPANSION PROGRAM

Service Delivery Team Neighborhood Business Organizations

West Seattle Junction	Georgetown Merchants Association	Beacon Hill Merchants Association
Rainier Chamber	Fremont Chamber	Alliance for Pioneer Square
SCIDPDA/Chinatown ID BIA	Columbia City Business Association	Lake City Future First
South Lake Union Chamber	North Seattle Chamber	Rainier Beach Merchants Association
SEED	Capitol Hill Chamber	West Seattle Chamber
U-District Partnership	Homesight/MLKBA	Hillman City Business Association

First Hill Improvement Association	Ballard Chamber	Belltown Business Association	Wallingford Chamber
White Center Chamber	Magnolia Chamber	Green Lake Chamber	
Greater Seattle Chinese Chamber	WA Vietnamese American Chamber	Queen Anne Chamber	
Madison Park Business Association	Greater Seattle Business Association	Ethnic Chamber Alliance	
Tabor 100	North Seattle Industrial Council		

<i>To Your Economic Development Organization</i>	<i>To Your Members</i>
Co-branding with the Grow Seattle	Enhanced access to City Government through the Grow Seattle Partnership
Designated OED Staffer	Direct Access to Grow Seattle Toolbox
Access to City-wide Business Advocacy Team	<ul style="list-style-type: none"> • 5 free hours of free business/technical consulting • Access to additional business loan options • Access to environmental services and incentives • Custom training and programs for employees • Access to industry and workshops
Free Customer relationship Management database	
Free industry training and workshops	
Quarterly meetings with other BREP members	
Increased member benefits with the Grow Seattle Toolbox and enhanced city access	

Next Steps

- Sign Partnership Certificate
 - *10 more meetings to have*
- Sign up for free training(s)
 - *Dates announced soon: Nov and early*
- Attend program launch: Mayor Recognition
 - *Mid/End January*
- Download Grow Seattle Toolbox from Executive Pulse (free CRM tool)
 - *Nov.*

